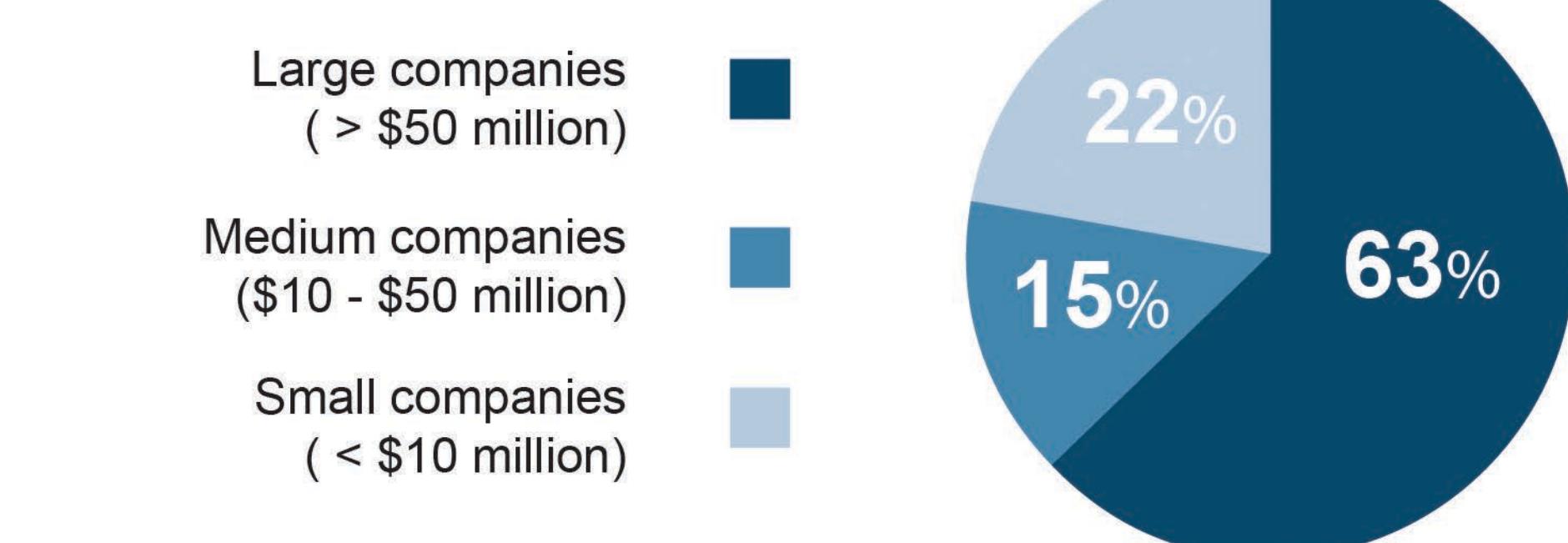


Foreign Affiliates Research

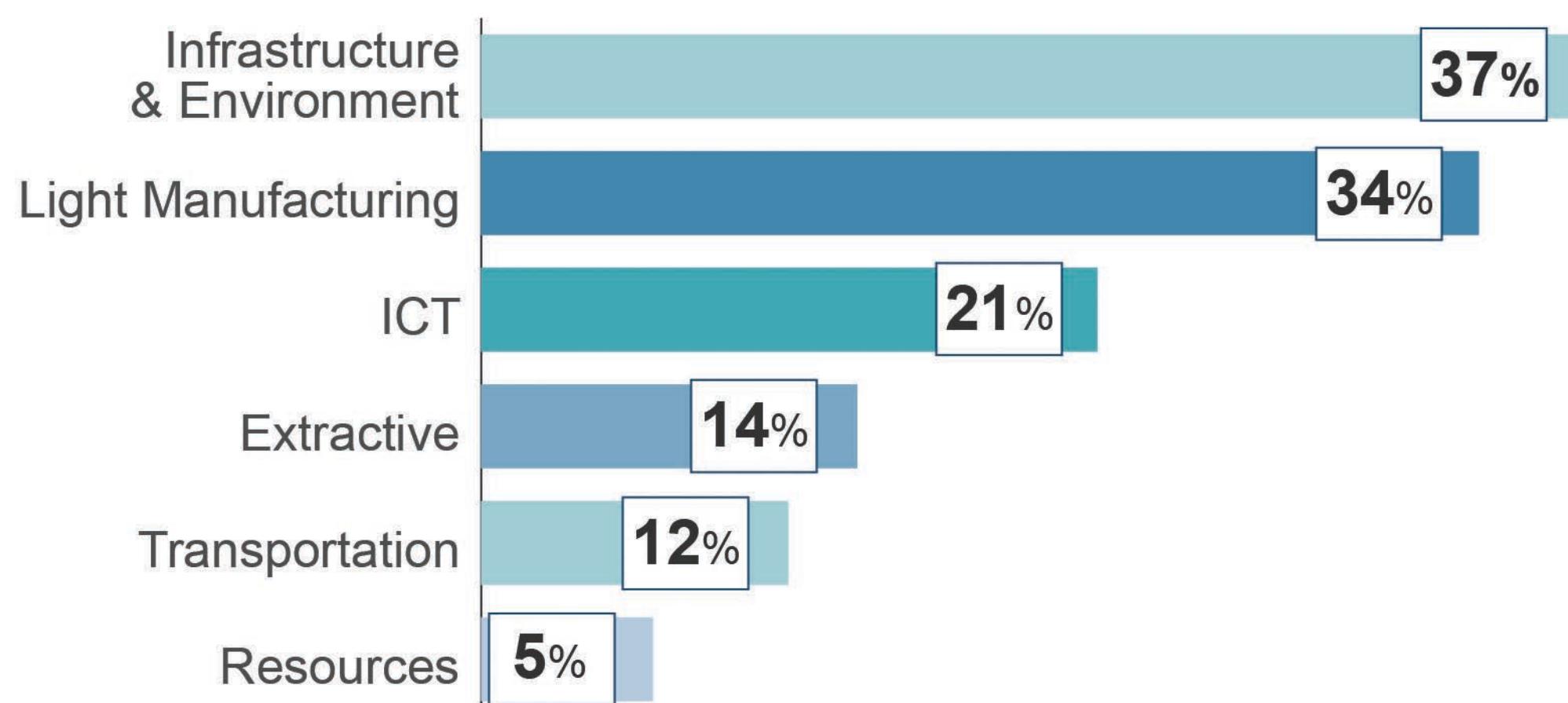
Full Report

32% of exporting companies have foreign affiliates...

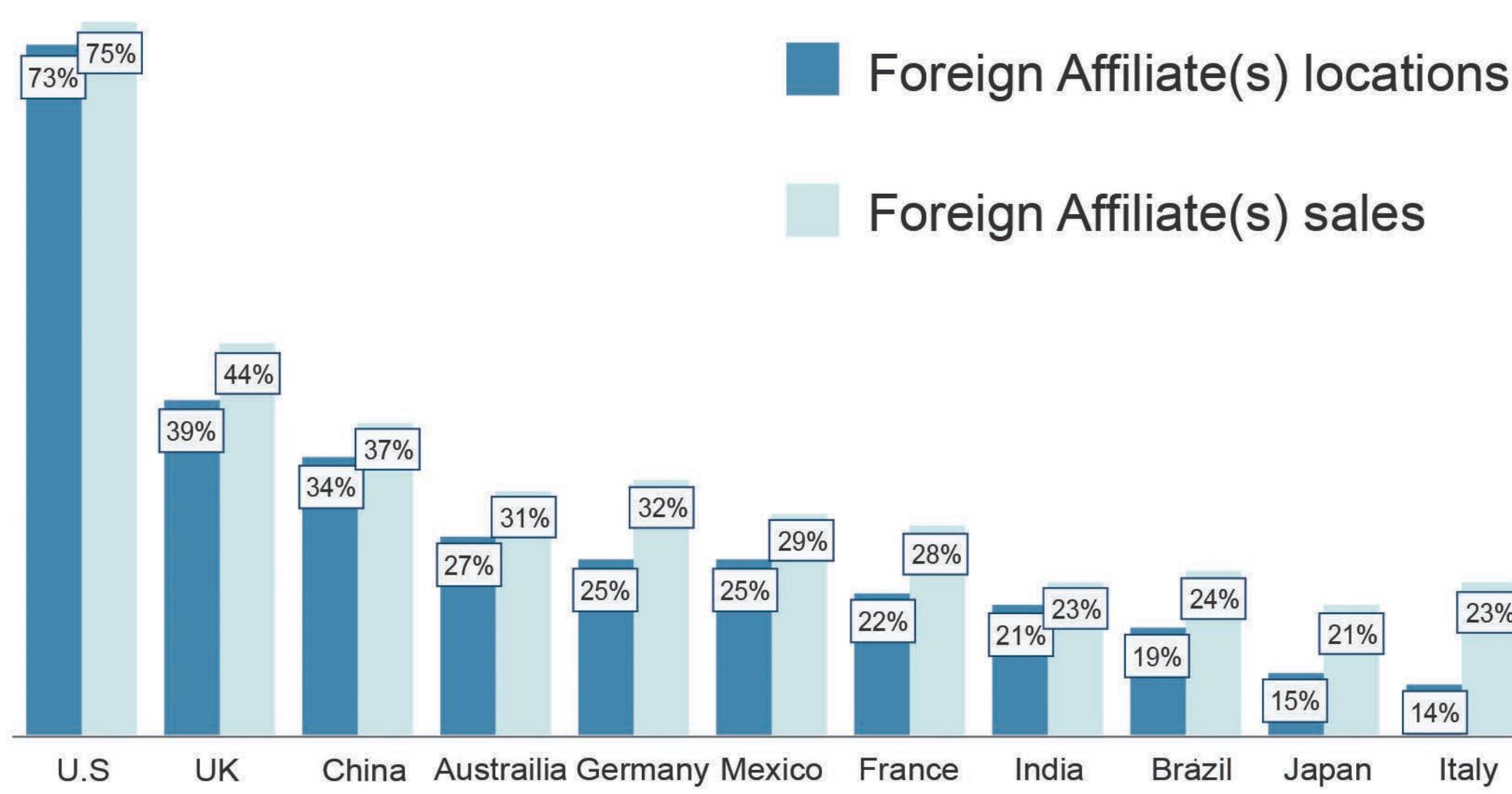
Firmographics



Market Sector



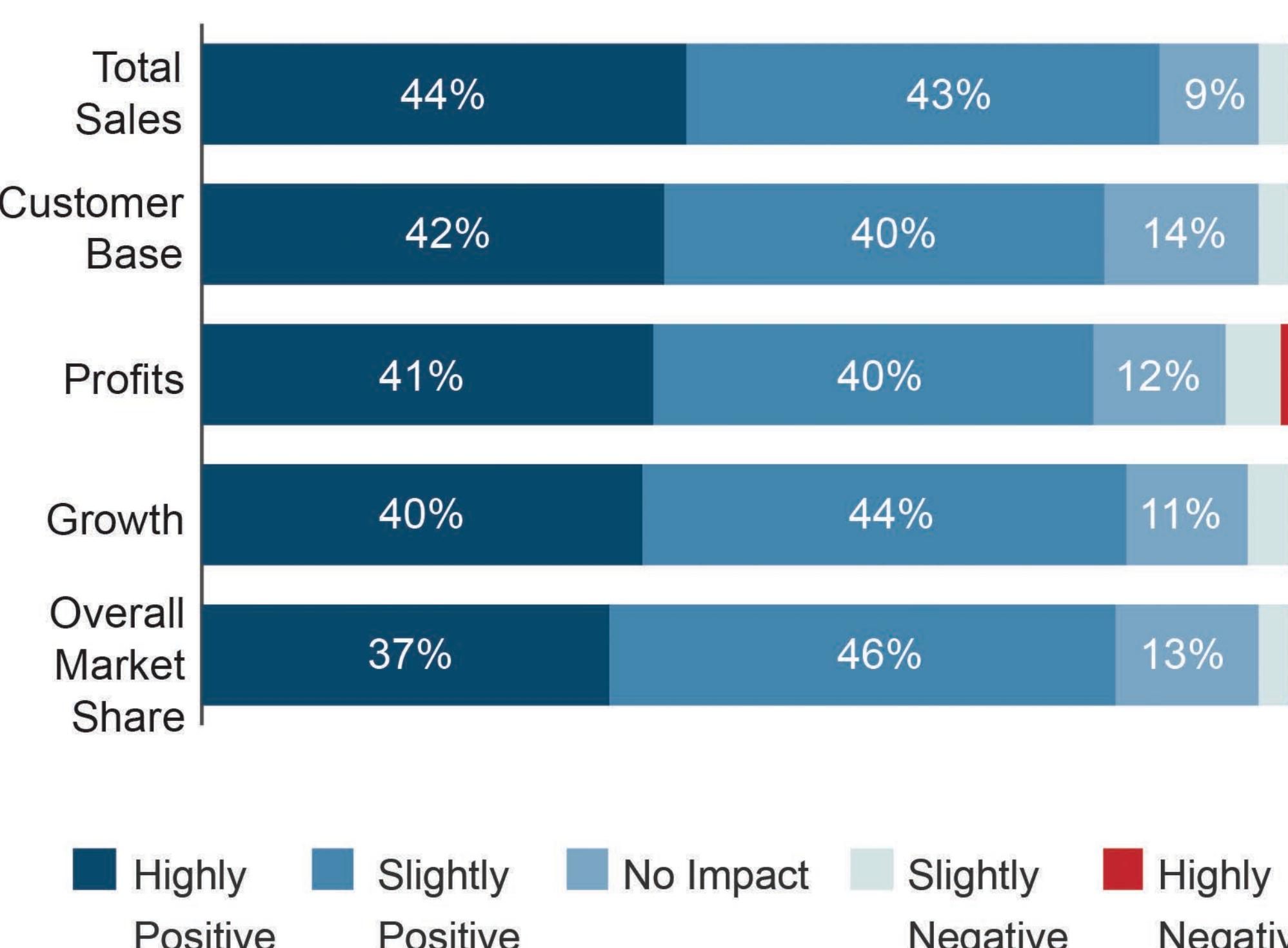
Top Countries with ...



Top countries for Foreign Affiliate potential growth...

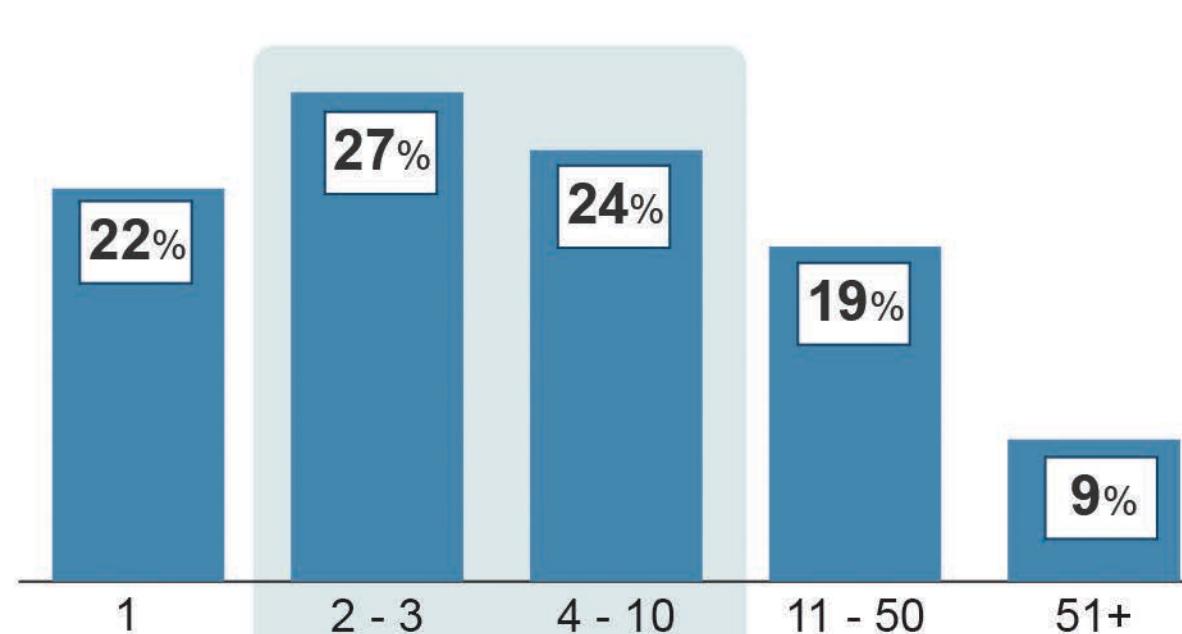


What are the impacts of Foreign Affiliates?



Number of foreign affiliates outside of Canada...

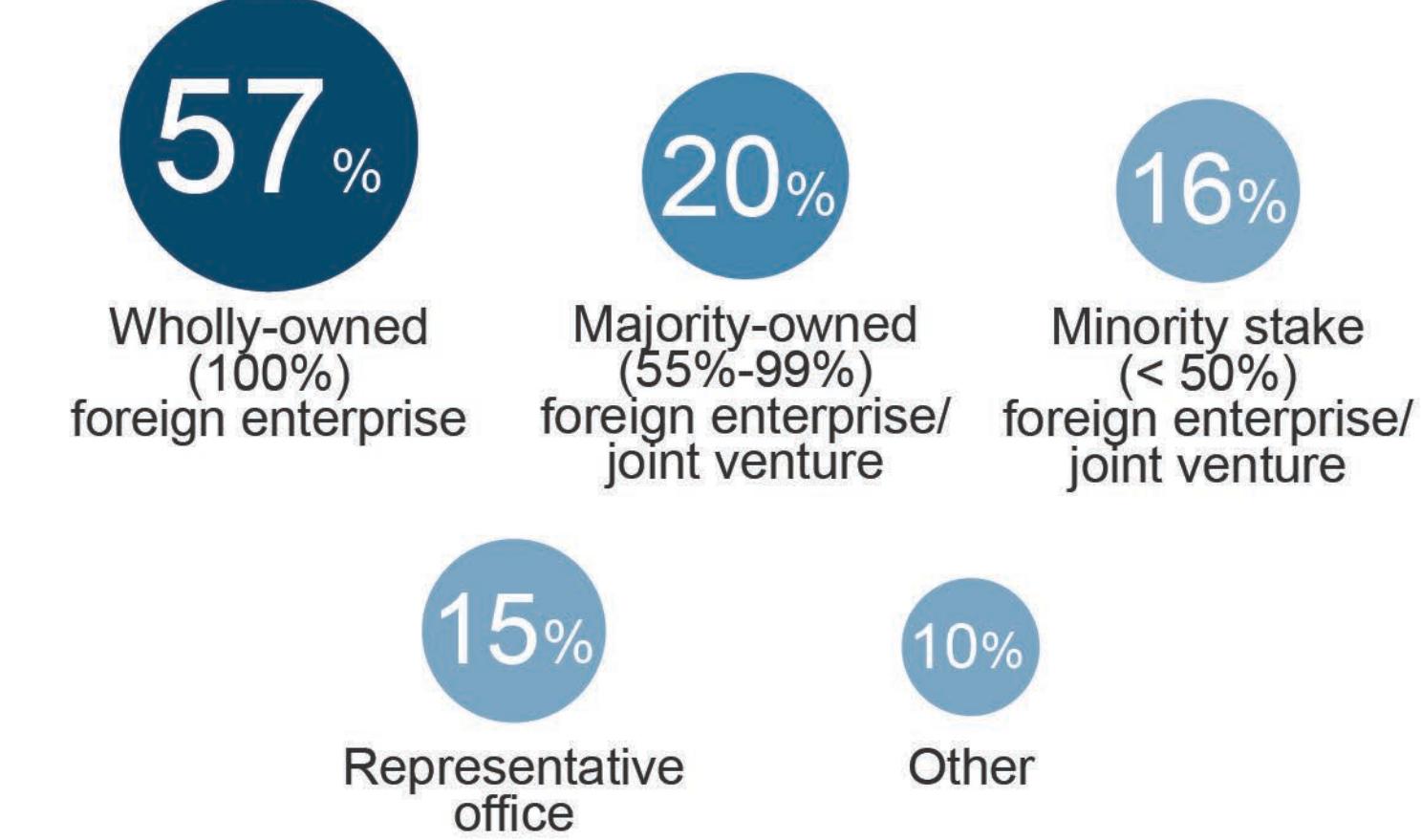
Most companies have more than one foreign affiliate outside of Canada, with half (51%) of respondents reporting that they have between 2 and 10 affiliates.



How long have they had affiliates?

61% of companies surveyed have had foreign affiliates for 10 years or more

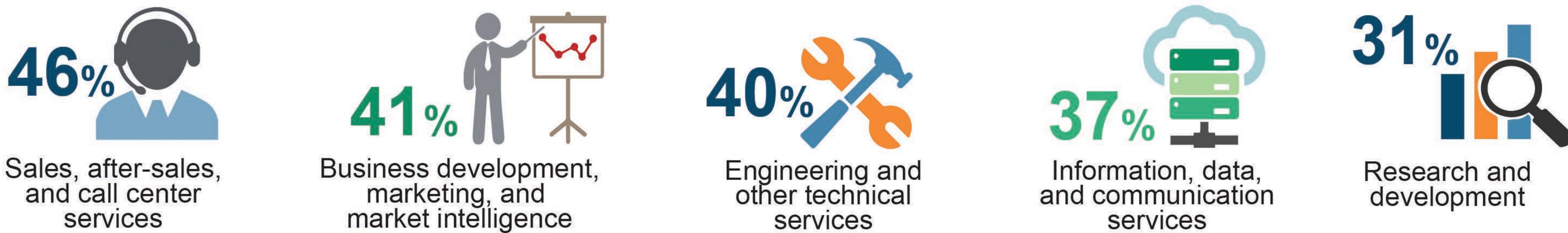
What's the ownership structure?



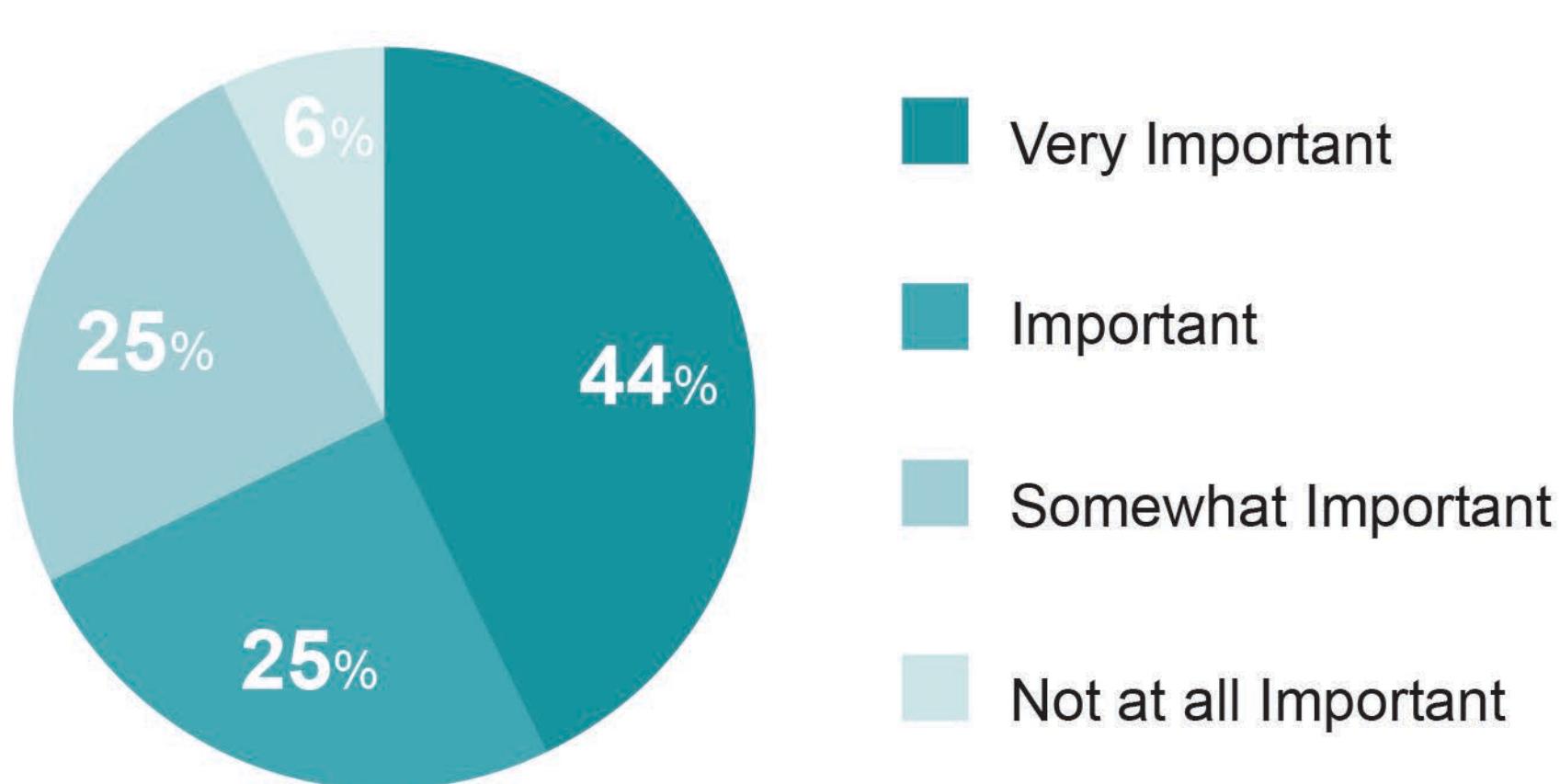
Why establish a foreign affiliate? Respondents say their top 5 reasons are..



What is the role of the foreign affiliate focused on product or sale of SERVICES?



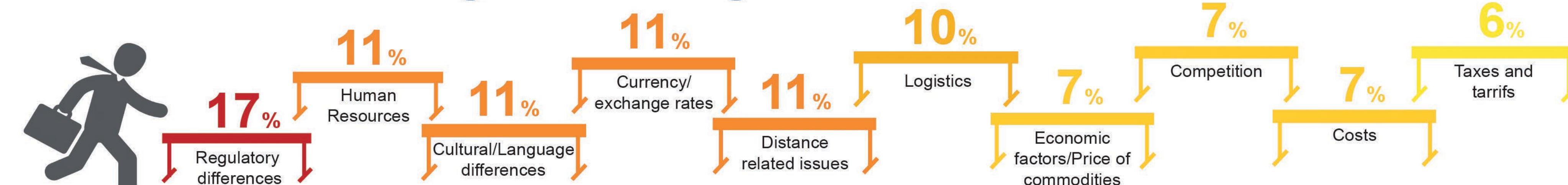
How important is domestic operations in supporting Foreign Affiliate(s)?



What kind of support does domestic business provide to Foreign Affiliates?



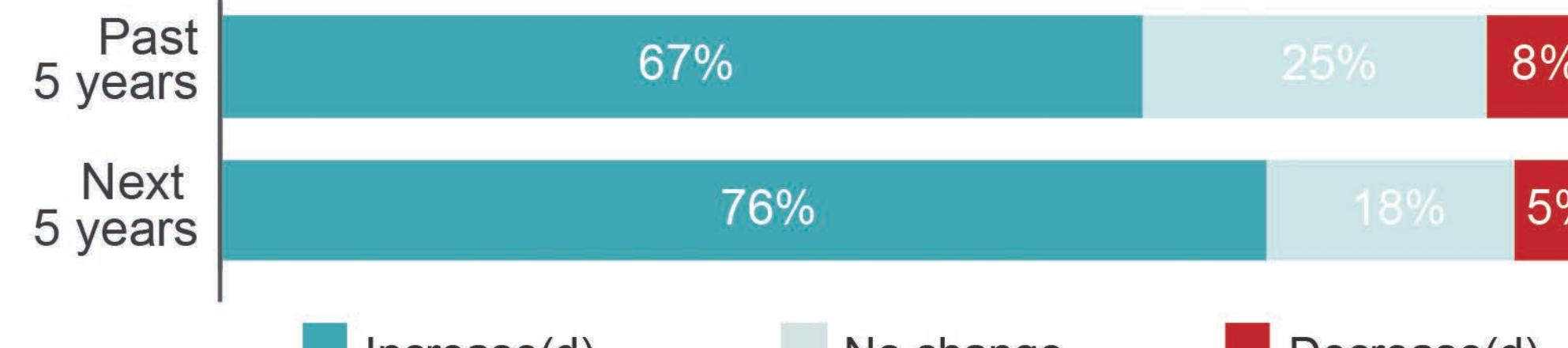
What are the challenges for foreign affiliates?



However the survey found, 38% of foreign affiliates DO NOT have challenges

What is in the future for Foreign Affiliates?

Will sales increase?



What are the future plans?

50% of respondents plan to increase their foreign affiliate network...

Plans to increase network include...

